



Doing Business with US Army TACOM Life Cycle Management Command

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Agenda

- 1.About US Army TACOM LCMC
- 2.TACOM LCMC's Procurement Network, or
“ProcNet”
- 3.Small Business Contacts at TACOM LCMC
- 4.Upcoming Conferences
- 5.Roadmap for Small Businesses

US Army TACOM LCMC: The Basics

MISSION: Develop, acquire, field, and sustain **SOLDIER and GROUND SYSTEMS** through the integration of effective and timely acquisition, logistics, and cutting-edge technology (AL&T)

Magnitude

- 60% of the Equipment in a Brigade Combat Team
- 2,000 Fielded Products and 34,000 Components
- 130 Allied Countries as Customers (Foreign Military Sales)
- Over \$10 Billion in Total Annual Contractual Awards
- **Locations**
 - **Main Installation: Detroit Arsenal** in Warren, Michigan
 - **Anniston Army Depot** in Anniston, Alabama
 - **Red River Army Depot** in Texarkana, Texas
 - **Sierra Army Depot** in Herlong, California
 - **Watervliet Arsenal** in Watervliet, New York

TACOM LCMC Product Lines (not all inclusive)

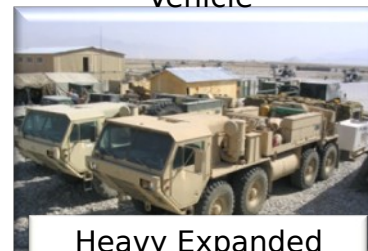
- | | | |
|---|--|--|
| ■ Combat Vehicles | ■ Rapid Fielding Initiative (RFI) | ■ Trailers |
| ■ Tactical Vehicles | ■ Robotics | ■ Watercraft |
| ■ Mine Resistant Ambush Protected (MRAP) and Route Clearing Vehicles | ■ Aircraft Armaments | ■ Rail |
| ■ Armored Security Vehicle | ■ Soldier Uniforms & Equipment | ■ Construction Equipment |
| ■ Howitzers | ■ Force Providers | ■ Commercial Vehicles |
| ■ Rifles / Machine Guns | ■ Materiel Handling Equipment | ■ Fuel and Lubricant Containers |
| ■ Large Caliber Guns | ■ Chemical Defense Equipment | ■ Sets, Kits and Outfits |
| ■ Mortars | ■ Tactical Bridges | ■ Shop Equipment |
| | ■ Fuel and Water Distribution Equipment | |



Bradley Fighting Vehicle



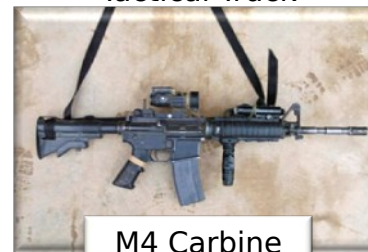
Potable Water Bags



Heavy Expanded Mobility Tactical Truck



Mine Resistant Ambush Protected (MRAP)



M4 Carbine



MC-6 Parachute

TACOM LCMC Partner Organizations

Army Contracting Command

- Army Contracting Command-Warren

Research, Development & Engineering Command (RDECOM)

- Tank-Automotive RD&E Center (TARDEC)
- Armaments RD&E Center (ARDEC)
- Natick Soldier RD&E Center (NSRDEC)
- Edgewood Chemical Biological Center (ECBC)

Office of the Asst. Secretary of the Army for Acquisition, Logistics & Technology (ASA(ALT))

- PEO Ground Combat Systems (GCS)
- PEO Combat Support & Combat Service Support (CS&CSS)
- PEO Soldier
- PEO Ammunition
- Directorate for System of Systems Integration (SoSI)

Marine Corps Systems Command

- PM Light Armored Vehicle

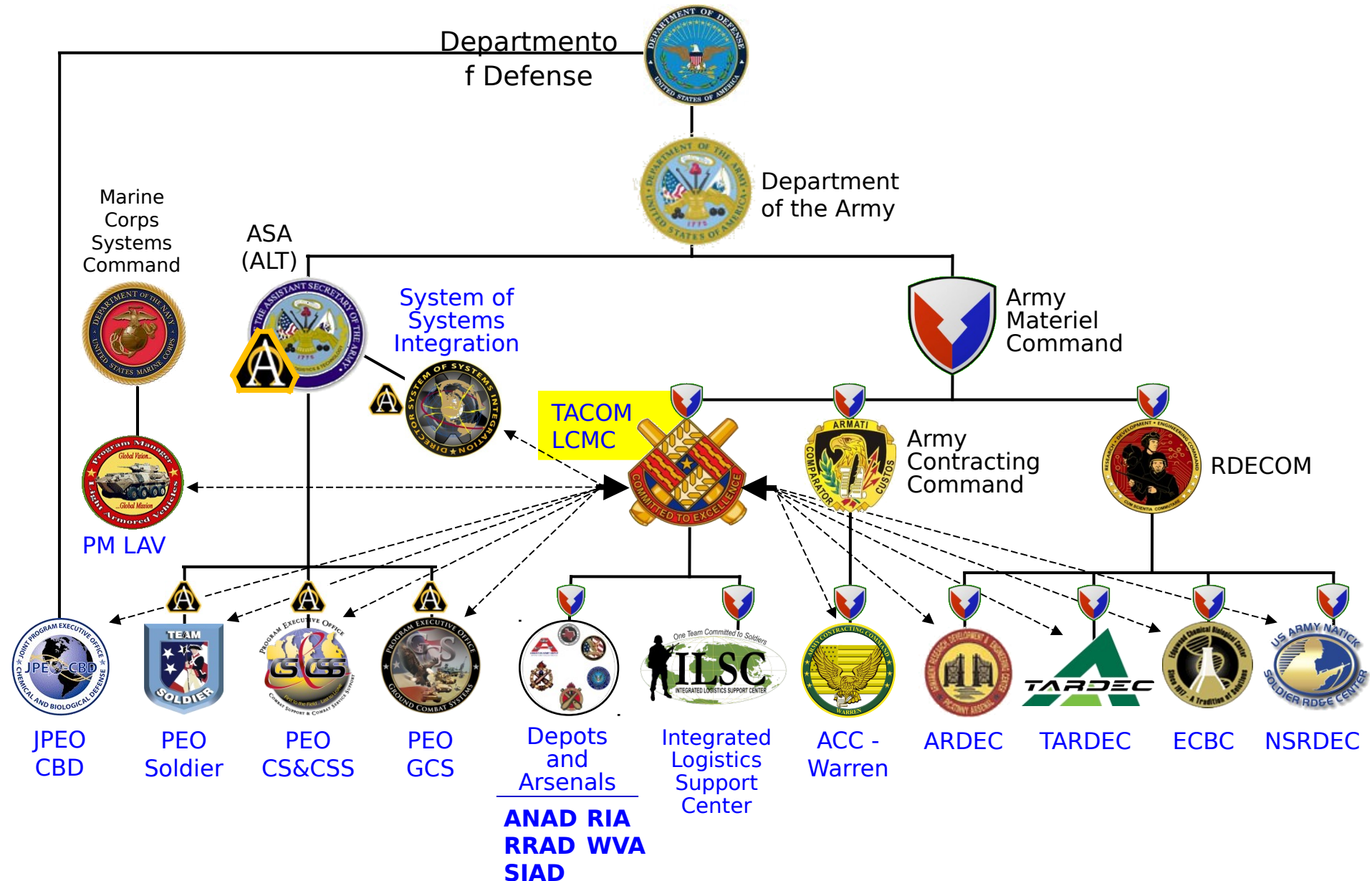
Defense Logistics Agency

- DLA Land and Maritime
- DLA Land - Warren

Other DoD Organizations

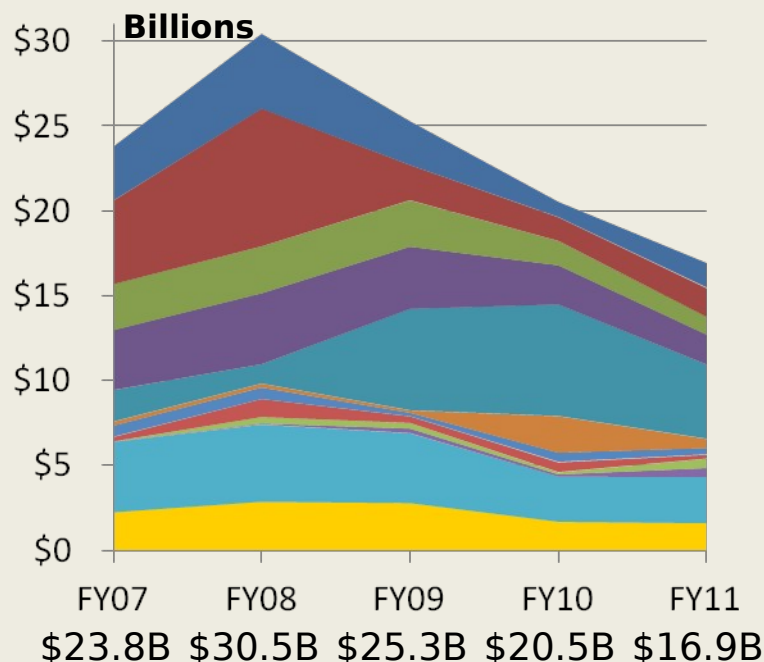
- Joint PEO Chemical & Biological Defense (CBD)
- Robotic Systems Joint Project Office

TACOM LCMC Organizational Placement



Leading TACOM LCMC Contractors

Contract Awards by Contractor, FY07-11



Current Major TACOM LCMC Prime Contractors

Oshkosh

- M-ATV (MRAP All-Terrain Vehicle)
- Medium Tactical Vehicle Family
- Heavy Tactical Vehicle Family

General Dynamics

- Stryker Vehicle Family
- Light Armored Vehicle (LAV)
- Abrams Tank
- Mine Protected Clearance Vehicle
- Ground Combat Vehicle (GCV) Technology Development

BAE Systems

- Bradley Fighting Vehicle
- HERCULES Recovery Vehicle
- Paladin Self-Propelled Howitzer
- M113 Family of Vehicles
- Medium Mine Protected Vehicle
- Ground Combat Vehicle (GCV) Technology Development

AM General

- HMMWV

Textron

- Armored Security Vehicle (ASV)

LE Industries

- ATLAS Rough Terrain Forklift

Caterpillar

- Family of Dozers

Kalmar

- Light Capability Rough Terrain Forklift

Global Fleet Sales

- Modified Ford Pickup Trucks for Afghan Security Forces

Navistar Defense

- Medium Tactical Trucks
- MaxxPro MRAP Vehicle

DRS Sustainment Systems

- Modular Fuel System Tank Racks

ManTech International

- Support Services for MRAP and Route Clearance Vehicles

SAIC

- MRAP Joint Logistics Integrator

Small Business Contracting at TACOM LCMC

Current Opportunity Areas for Small Businesses

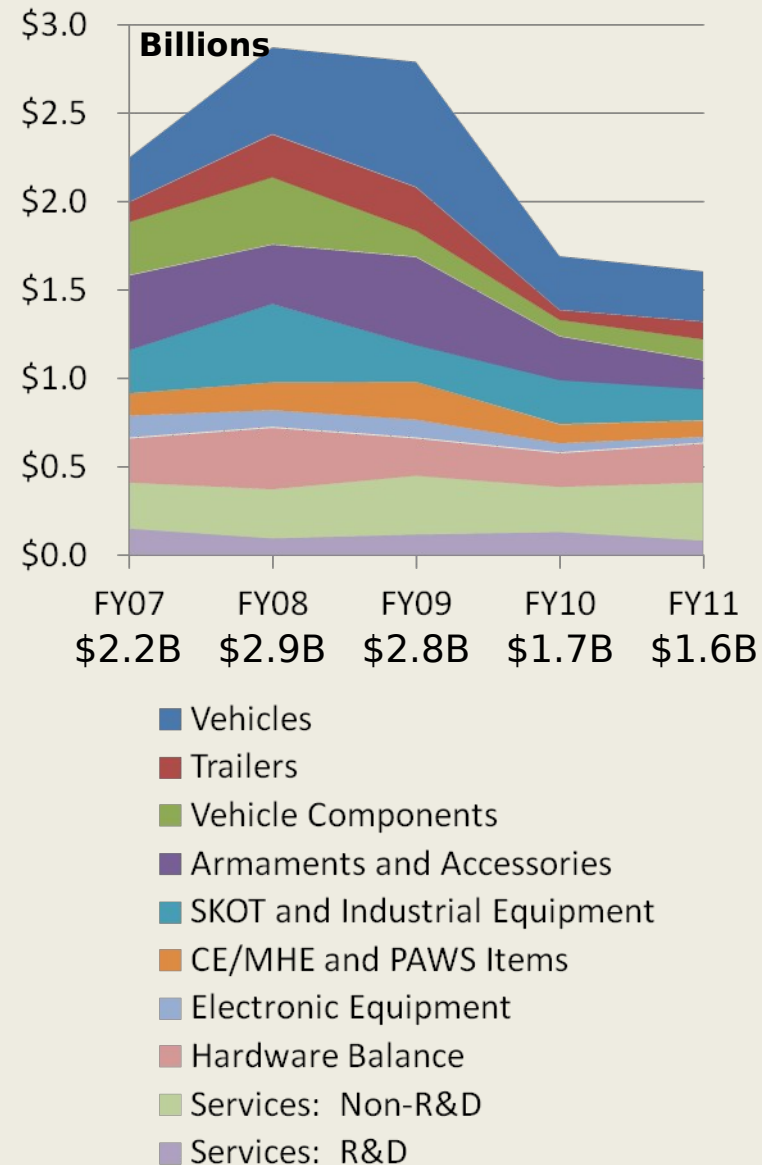
- Fabricated Metal Accessories for Vehicles and Armaments
 - Automotive Powertrain Components
 - Electromechanical Assemblies
 - Trailers
 - Metal Racks and Containers
 - Electronic Components
 - Optical Equipment
 - Tooling, incl. Industrial Tools
 - Biochemical Protection Equipment
 - Textile Items
 - Steel and Aluminum
 - Industrial Equipment/Supplies
- R&D Focus Areas

- Ground Vehicle Robotics
- Unmanned Vehicles
- Lightweight Vehicle Armor
- Threat Anticipation/Avoidance
- Advanced Vehicle Engine Technologies
- Hybrid Power
- Rechargeable High-Power Batteries
- Vehicle Electronics and Architecture
- Advanced Fuel/Lubricant Technologies
- Water Purification
- Countermine and Counter-IED Technologies

Services

- Engineering and Technical Support
- Program Mgt Support
- Logistics Support
- New Equipment Training
- Equipment Repair and Maintenance
- Information Technology
- Facilities Support
- Construction
- Environmental

Small Business Awards by Product/Service, FY07 to FY11



The TACOM LCMC “ProcNet”

- The ProcNet is US Army TACOM LCMC’s online face to industry for business opportunities and acquisition information

contracting.tacom.army.mil

- Each TACOM LCMC contracting site has a separate ProcNet section:
 - Warren (TACOM LCMC’s main installation at the Detroit Arsenal)
 - Anniston Army Depot
 - Red River Army Depot
 - Sierra Army Depot
 - Watervliet Arsenal
 - Rock Island Arsenal/JMTC
- A walk-through of the Warren section of the ProcNet appears over the next several slides



Starting Point: “Business Opportunities” for Warren

MAIN MENU

Solicitations & Contract Awards

- [Open & On the Street Solicitations](#)
- [Commercial Vehicles & Items](#)
- [Major Systems](#)
- [Research & Development](#)
- [Service Contracting & Acquisition Support](#)
- [Closed Solicitations](#)
- [Contract Awards](#)

Drafts & Other Notices

- [Broad Agency & Research Announcements](#)
- [Future & Potential Buys](#)
- [Market Surveys & Sources Sought](#)

Acquisition Information

- [Vendor Registration](#)
- [Technical Data Packages](#)
- [TACOM Small Business Office](#)
- [Competition Management Office](#)
- [Contractor Forms](#)

What You'll Find Here

- Menu selections covering all facets of TACOM LCMC contracting at Warren
- Guidance and instructions on each menu selection, accessible from a tab labeled “Help and How To”
- A special notice titled “Vendor Notification System,” explaining how to sign up for a daily listing of all newly-issued Warren solicitations

OPEN SOLICITATIONS

“ON THE STREET” SOLICITATIONS *(Entries shown are a small sampling from late-July*

Solicitation	Buyer	NSN / Nomenclature	NAICS Code	Issued Date	Closing Date	Attachments	ASFI Bid Submission
W56HZV12R0067	*****	2540014973375 KIT, TROOP SEATS Full and Open Competition After Exclusion of Sources - Set-Aside	336211	2012/07/11	2012/08/10		Submit Offer
SPRDL112Q0184	*****	2530015810437 STEERING GEAR Full and Open Competition	336399	2012/07/18	2012/08/27		Submit Offer
W56HZV12Q0442	*****	4240008025169 FILTER, PARTICULATE, M24 See the solicitation to	333411	2012/07/23	2012/08/24		Submit Offer

What You'll Find Here

- Open solicitations issued by ACC-Warren and DLA Land-Warren; the latter's begin with "SPRDL1" and are confined to repairable spare parts/components
- Full instructions on downloading technical data and submitting offers, accessible from the "Help and How To" dropdown tab
- Total posted solicitations as of late-July 2012: 130

TIPS

- ✓ Use the built-in sorting and querying features to find solicitations that match your firm's capabilities
- ✓ Be flexible when conducting NAICS Code queries; keep in mind that one buying official's choice of a NAICS Code for a given product or service may differ greatly from another's



MAJOR SYSTEMS

WEB PAGES FOR MAJOR ACQUISITIONS *(As of late-July 2012)*

Open Solicitations

- [MRAP Joint Logistics Integrator \(JLI\)](#) - W56HZV-12-R-0034
- [Small Arms Tool Kit](#) - W56HZV-11-R-0005
- [Modular Fuel System \(MFS\) Tank Rack Module \(TRM\)](#) - W56HZV-11-R-0006
- [LHS Compatible Loading Tankrack System-HIPPO](#) - W56HZV-11-R-0007
- [M1061A1 Trailer](#) - W56HZV-11-R-0141
- [Joint Light Tactical Vehicle - EMD](#)
- [Joint Nat'l Maintenance Facility \(JNMF\) Sustainment Maintenance](#)
- [PM LAV Anti-Tank Modernization Program](#) - W56HZV-11-R-0029
- [Ground Combat Vehicle \(GCV\) Program](#) - W56HZV-11-R-0001

Request for Information

- [Barge Derrick, 115 Ton](#) - W56HZV-12-R-0499
- [Armored Multi-Purpose Vehicle \(AMPV\) Program](#)
- [Bridge Erection Boat \(BEB\)](#)
- [Landing Craft Utility \(LCU\) 2000](#)
- [Marine Personnel Carrier](#)
- [Replacement for the Landing Craft Mechanized \(LCM\)](#)

Draft Solicitations

- No draft solicitations at this time

What You'll Find Here

- Web pages devoted to current and upcoming major acquisitions
- Each web page will typically contain detailed information on the action and supplemental features for interested vendors such as a Q&A area and an Industry Day notice

What's Not Here

- Postings on major TACOM LCMC actions or programs that appear solely in FedBizOpps

TIPS

- ✓ Attend Industry Days to make connections and build relationships, especially with prospective prime contractors
- ✓ If the agenda of an Industry Day doesn't include a networking segment for small businesses, suggest that one be added



RESEARCH & DEVELOPMENT

R&D CONTRACTING PROGRAMS *(July 2012)*

Small Business Innovation Research (SBIR) Program Information

Broad Agency Announcement(s)

- [TARDEC Broad Agency Announcement W56HZV-05-R-BAA1](#)
 - Topic #25: Expeditionary Grey Water Reuse Technologies
 - Topic #26: Expeditionary Wastewater Treatment Technologies
 - Topic #27: Next Generation Com

TARDEC Omnibus Services P Information

What You'll Find Here

- Information and announcements on SBIR and other R&D contracting programs tied to US Army TARDEC

What's Not Here

- Information on two additional TARDEC programs for industry:

- Ground Vehicle Gateway - tardec.groundvehiclegateway.com
- Diminishing Manufacturing Sources and Material Shortages (DMSMS) Program - www.dmsms-tardec-army.com

TI

- ✓ Be at the front end of the SBIR topic selection process by taking advantage of the "Suggest a Research Topic" feature at the Army SBIR website - www.armysbir.army.mil



PROCNET

ACC - Warren Procurement Network



SERVICES, Part I

DETROIT ARSENAL CONTRACTING - OPEN SOLICITATIONS *(As of late-July 2012)*

Construction and Base Operations

Information Technology

- [TAE1202612](#) - UGS NX Software Maintenance
- [12TARH14212](#) - FlexECU (with ETK Interface) Diesel Engine Control Platform
- [12TARL06512](#) - Virtual.Lab Motion HPC Solver License Upgrade
- [12TARE26512](#) - Computer Engineering and Electrical Engineering to support TARDEC's Ground Systems Survivability Hit Avoidance Development and Technology Integration Lab

Installation Support Services and Supplies

- [12TAG411312](#) - Inspection and Maintenance of Lifting
- [12TADN06512](#) - Explosive Storage
- [12TARE29112](#) - ShockRide Energy Absorbing Troop Support

What You'll Find Here

- Open solicitations for construction, IT and installation support services at the Detroit Arsenal

What's Not Here

- Identification of the major construction, installation support and IT prime contractors now in-place at the Detroit Arsenal; refer to the prime contractor lists at the Small Business section of the ProcNet
- Information on the Army-wide Computer Hardware, Enterprise Software and Solutions (CHESS) Program - <https://chess.army.mil/>

TIPS

- ✓ The Detroit Arsenal's current task order contracts for light construction work expire in Sept. 2012
- ✓ The Detroit Arsenal's current multi-year contracts for base maintenance and logistics support services expire in Sept. 2013



SERVICES, Part II

SERVICES CONTRACTING PROGRAMS *(July 2012)*

**Field and Installation Readiness Support Team (FIRST)
Program Information**

Omnibus III Program Information

Strategic Service Solutions (S3) Program

What You'll Find Here

- Information and announcements on omnibus-type contracting programs for engineering and other mission-support services

What's Not Here

- Information on the Enhanced Army Global Logistics Enterprise (EAGLE) Program -
<http://www.osc.army.mil/ac/aaisdus/EAGLE.aspx>

TIP

- ✓ Look regularly for updates on the upcoming Strategic Service Solutions (S3) Program, to include an Industry Day notice; the approximate timeframe for the release of the S3 solicitation is late-Fall 2012



CONTRACT AWARDS

RECENTLY-AWARDED CONTRACTS *(Entries shown are a small sampling from late-July 2012)*

Contract/ Order/Mod	Effective Date	Buyer	Contractor Name/ CAGE Code	Nomenclature	NSN	Solicitation
W56HZV11C0 435 Mod: P00004	2012/07/2 3	*****	DRS TEST & ENERGY MANAGEMENT, INC. (24290)	DSESTS	6625011200 764	W56HZV11R0 424
SPRDL112C01 46	2012/07/2 4	*****	AMERICAN COMPOSITES (3PTC8)	TANK, FUEL, ENGINE	2910000893 947	SPRDL112R01 28
W56HZV07D0 245	2012/07/2 5	*****	PRESTOLITE ELECTRIC INCORPORATED (24975)	GENERATOR, ENGINE AC	2920015060 394	

What You'll Find Here

- Contracts, delivery/task orders and contract modifications awarded by ACC-Warren and DLA Land-Warren within the previous 90 days
- Total posted awards as of late-July 2012: 1,740

TIP

- ✓ Short narrative descriptions of all contractual awards across DoD that are valued over \$5 Million are found at www.defense.gov/contracts



FUTURE & POTENTIAL BUYS

INFORMATION ON FUTURE PROCUREMENTS *(July 2012)*

Competition Advocate Lists

- [Competition Advocate Shopping List \(CASL\) - Feb 2012 Update](#)
- [Advanced Procurement Planning List \(APPL\) - Feb 2012 Update](#)

2011 TACOM LCMC Advance Planning Briefing for Industry (APBI) Materials

- [2011 APBI - Conference Presentations](#)
- [2011 APBI - Estimated Summaries of Future](#)

2012 TACOM LCMC APBI Information

- 2012 APBI cancellation notice

What You'll Find Here

- TACOM LCMC's CASL and APPL, which display projected purchases of spare parts and components by NSN; note that items on the CASL have limited supply sources due to unavailable or incomplete technical data
- Lists and descriptions of projected procurements of every variety and scale from TACOM LCMC's 2011 APBI

TIPS

- ✓ The annual DoD budget books at comptroller.defense.gov are an excellent supplemental in-depth resource
- ✓ When you learn of an upcoming acquisition of interest, look for or ask for answers to these questions:
 - Will the action be set-aside for small businesses? If not, can a portion be set-aside?
 - Will a sources-sought notice be posted? If so, where and approximately when?
 - Will there be an Industry Day? If so, approximately when? And will it have a segment for small

MARKET SURVEYS, Part I

OPEN MARKET SURVEYS of TACOM LCMC'S COMPETITION MGT OFFICE

NSN	Nomenclature	Applicable End Item	Due Date
5998-01-532-1715	Circuit Card Assembly	Bradley Vehicle Family and Abrams Tank	20 Aug 12
6105-01-587-4705	Motor, Stepping	Fire Support Sensing System (FS3) for the A3 Bradley	20 Aug 12
1560-01-572-8823	Aircraft Pylon	XM149 Helicopter Armament System	20 Aug 12
1560-01-572-6201	Aircraft Pylon	XM149 Helicopter Armament System	20 Aug 12
4925-01-555-3369	Delinker, Powered	XM322 Machine Gun	20 Aug 12
1005-01-555-3390	Transfer Unit, Ammunition	XM322 Machine Gun	20 Aug 12
4330-01-538-9000	Annual Service Kit	M915A3 Truck Tractor	20 Aug 12
6130-01-518-7809	Power Supply	Bradley Vehicle Family	10 Aug 12
2920-01-543-1235	Generator, Engine AC	M1117 Armored Security Vehicle (ASV)	10 Aug 12
6130-01-518-7809	Power Supply	Bradley Vehicle Family	10 Aug 12

What You'll Find Here

- Open market surveys issued by the TACOM LCMC Competition Management Office under the Source Approval Program, which aims at identifying competitors for sole-source spare parts and components



MARKET SURVEYS, Part II

OPEN MARKET SURVEYS of BUYING OFFICES and/or PROGRAM MANAGEMENT OFFICES *(As of late-July 2012)*

Title: [Multi-Function Display for the Medium Mine-Protected Vehicle](#)

Due Date: 21 Sep 12

Title: [Situational Awareness Camera](#)

Due Date: 10 Aug 12

Title: [Tugboat](#)

Due Date: To be determined

Title: [Enterprise Market Investigation Process \(EMIP\)](#)

Due Date: Not applicable

POC: EMIP Team (usarmy.detroit.peo-cs-css.mbx.truck-tech@mail.mil)

What You'll Find Here

- Open TACOM LCMC market surveys issued by buying and/or program management offices

What's Not Here

- Market survey notices and requests for information issued by buying and/or program management offices that are posted solely to FedBizOpps

TIPS

- ✓ You're welcome to respond to a market survey if your firm can only execute a part of a planned acquisition, but make that fact clear in your submission
- ✓ EMIP is an ongoing market survey process built around live demonstrations of improved products and technologies that apply to the Army's ground systems; two related and supplemental avenues for introducing innovations are noted below
 - Soldier Product Improvement (SPI) Program - <https://peosoldier.army.mil/newpeo/feedback/spi.asp>
 - Maneuver Collaboration Center (MC2) managed by General Dynamics Land Systems - www.gdls.com/index.php/capabilities/innovation



SMALL BUSINESS OFFICE, Part I

RESOURCES FOR SMALL BUSINESSES *(July 2012)*

News & Events

- [2011 TACOM LCMC Small Business Fair PowerPoint Presentations](#)
- [Breakout Session Briefings from the 2010 TACOM LCMC Small Business Fair](#)
- [PTACs of Michigan - Business Training Seminars](#)
- [Tool to locate your Manufacturing Extension Partnership Center](#)
- [Tool to locate the Michigan Manufacturing Technology Center](#)

Information for Vendors

- [Applying for 8\(a\) Certification On-Line with SBA](#)
- [TACOM LCMC Web TDP Instructions](#)
- [Requesting Drawings for Open Solicitations \(On-the-Street\)](#)
- [Requesting Drawings From TACOM LCMC/TARDEC \(Not On-the-Street\)](#)
- [Electronic Submission of Quotes/Proposals](#)
- [Freedom of Information Act](#)
- [Search for TACOM LCMC Open Solicitations through FedBizOpps or Army Single Face to Industry Search Engines](#)

Publications

- [Doing Business with TACOM LCMC - Tip Sheets](#)
- [Steps to Success Presentation - Updated Aug 2011](#)
- [AMC's How To Do Business with The U.S. Army Materiel Command](#)
- [Doing Business with DoD](#)

What You'll Find Here

- A wealth of guidance, information and resources for small businesses on TACOM LCMC and Government contracting

Best Place to Start

- The comprehensive "Tip Sheets" on doing business with TACOM LCMC



SMALL BUSINESS OFFICE, Part II

RESOURCES FOR SMALL BUSINESSES, Cont'd *(July 2012)*

TACOM LCMC Prime Contractors

- [Prime Contractors -- Manufacturing](#)
- [Prime Contractors -- Services](#)
- [TACOM LCMC Task Order Construction Contractors](#)

Resource Center

- [Doing Business With the State of Michigan](#)
- [Procurement Technical Assistance Centers of Michigan](#)
- [Automation Alley](#)
- [Small Business Administration \(SBA\) Small Business Pocket Guide \(pdf\)](#)
- [SBA's My Biz for Women Website](#)
- [DCMA Points of Contact](#)
- [Useful Web Sites](#)

List of Available Subcontractors

What You'll Find Here

- Current listings of TACOM LCMC's prime contractors
- Instructions on adding your company's profile to an "Available List of Subcontractors"



PROCNET

ACC - Warren Procurement Network



COMPETITION MANAGEMENT OFFICE

COMPETITION MANAGEMENT RESOURCES FOR INDUSTRY *(July 2012)*

Army Price Challenge Program

**Source Approval Program and Replenishment Parts
Purchase or Borrow Program**

Office of the Ombudsperson

What You'll Find Here

- Information on programs to promote competition in TACOM LCMC contracting, with focus on the Source Approval Program
- An explanation of the TACOM LCMC Ombudsperson's responsibilities

What's Not Here

- Information on the TACOM LCMC Qualified Supplier List (QSL) Program, accessible from the "Vendor Information" dropdown tab; TACOM LCMC's current QSLs are as follows
 - QSL-01: Tracked Combat Vehicle Suspension Components
 - QSL-02: Plastic Spare Parts for Small Arms
 - QSL-03: Wheeled Vehicle Components
 - QSL-04: Padded Cushions

Small Business Contacts at TACOM LCMC

Contacts at the Detroit Arsenal

- TACOM LCMC Office of Small Business Programs
(586) 282-5388 /
usarmy.detroit.tacom.mbx.lcmc-osbp@mail.mil
- Small Business Program Manager for DLA Land-Warren
(586) 282-1018
- Procurement Center Representative (PCR) for the US Small Business Admin.
(586) 282-5513

Contacts at TACOM LCMC's Depots and Arsenals

Anniston Army Depot (205) 935-4251
Red River Army Depot (903) 334-2656
Sierra Army Depot (530) 827-4831
Watervliet Arsenal (518) 266-4150
Rock Island Arsenal/JMT (309) 782-1058

Upcoming Conferences

IDGA Soldier Equipment and Technology Expo and Conference http://www.soldierequipmentexpo.com/	6-9 Aug. 2012 Fayetteville, NC
Michigan Chapter of NDIA Ground Vehicle Systems Engineering and Technology Symposium (GVSETS) http://www.ndia-mich.org/GVSETS2012.aspx	14-16 Aug. 2012 Dearborn, Michigan
Michigan Chapter of NDIA Fall Business Event http://www.ndia-mich.org/fbe2012.aspx	18-19 Sept. 2012 Troy, Michigan
AUSA Annual Meeting and Exposition http://www.ausa.org/meetings/Pages/NationalMeetings.aspx	22-24 Oct. 2012 Washington, DC
Small Business Innovation Research (SBIR) National Conference http://www.oregonsbir.com/index.html	13-15 Nov. 2012 Portland, Oregon
Tennessee Valley Chapter of NDIA Materiel Enterprise Small Business Conference http://www.ndia-tvc.org/	14-15 Nov. 2012 Huntsville, Alabama
NDIA Combat Vehicles Conference http://www.ndia.org/meetings/3620/Pages/default.aspx	14-15 Nov. 2012 Dearborn, Michigan
SAE Defense Maintenance Symposium and Exhibition http://www.sae.org/events/ded/	13-16 Nov. 2012 Grand Rapids, Mich.
NDIA Tactical Vehicles Conference http://www.ndia.org/meetings/3620/Pages/default.aspx	3-5 Feb. 2013 Monterey, CA

Acronyms of Host Organizations

AUSA Association of the US Army
 IDGA Institute for Defense and Government
 Advancement

NDIA National Defense Industrial Association

SAE Society of Automotive Engineers

Roadmap for Small Businesses

(1) LEARN HOW GOVERNMENT AND DEFENSE CONTRACTING WORKS

Instructional Resources

- PTACs (Procurement Technical Assistance Centers) - www.aptac-us.org
- SBDCs (Small Business Development Centers) - www.asbdc-us.org
- SBA (Small Business Administration) - www.sba.gov
- DAU (Defense Acquisition University) - www.dau.mil
- National Stock Number (NSN) Booklet - www.dlis.dla.mil/PDFs/NSN.pdf
- Defense Contract Audit Agency (DCAA) Handbook - www.dcaa.mil/dcaap7641.90.pdf
- DoD Small Business Teaming Guide - <http://www.acq.osd.mil/osbp/resources/teaming.pdf>
- Defense Life Cycle Management Guide - <https://acc.dau.mil/ifc/>

Main Regulatory and Policy Websites

- FAR (Federal Acquisition Regulation) - www.acquisition.gov/far
- DPAP (Defense Procurement and Acquisition Policy) - www.acq.osd.mil/dpap

Be aware of what sets Government contracting apart from commercial contracting

- Regulation and policy dictate the Government's contracting procedures
- Exceptions to competition are strictly controlled in Government contracting
- Government solicitations are publicized nationally in the interest of maximized competition
- Any appearance of favoritism on the Government's behalf towards a particular vendor or vendors is strictly prohibited
- The Government buys finished products, not processes or the potential to produce
- The Government assesses the performance records and delivery capabilities of competitors in addition to price

Know who the standard players are in Government contracting, and understand their functions

- The *Procuring Contracting Officer (PCO)* releases solicitations and awards contracts
- The *Program Manager* develops acquisition plans and oversees acquisition programs
- The *Small Business Specialist* screens all upcoming solicitations as set-aside candidates
- The *SBA Procurement Center Representative (PCR)* also reviews solicitations for set-aside suitability, and in addition can challenge PCO decisions on procurement method
- The *Competition Advocate* promotes competition and challenges barriers to it
- The *Administrative Contracting Officer (ACO)* monitors contractual performance

Roadmap, Cont'd

(2) FIND THE RIGHT GOVERNMENT AGENCIES TO ZERO-IN ON FOR

OPPORTUNITIES

From FedBizOpps and other Government websites for industry, identify the procurement agencies whose opportunities match up best with your firm's capabilities

Narrow your targeted agencies by weighing them against these questions:

- Is there little or no doubt that the agency has a current or future need for my product(s) or service(s)?
- Would the agency's leading prime contractors buy what I sell?
- Am I located close enough to the agency to easily attend its events and otherwise connect with its personnel?

Develop a plan of action that specifies the results you're anticipating from your targeted procurement agencies, how you plan to get there, and what financial,

(3) BE THOROUGH, ACCURATE AND CURRENT WITH YOUR GOV'T VENDOR

REGISTRATIONS

Registration Websites

- CCR (Central Contractor Registration) - www.ccr.gov
- ORCA (Online Representations and Certifications Application) - orca.bpn.gov
- DSBS (Dynamic Small Business Search) - dsbs.sba.gov

On the way: SAM (System for Award Management) - www.sam.gov

Confirm that your business qualifies as small; comprehensive Federal rules on how affiliations may affect a vendor's size status are at 13 CFR Part 121.103

When screening for the right Product/Service Codes (PSCs) and North American Industry Classification System (NAICS) Codes to enter in your profiles, be realistic but not overly rigid; **ten** is a recommended benchmark for most firms, wholesalers excepted

Roadmap, Cont'd

(4) DEVELOP MARKETING MATERIALS ORIENTED TO GOVERNMENT/DEFENSE

CUSTOMERS

In all of your marketing materials highlight the information on your firm that's of greatest importance and use to the Government

- CAGE Code and DUNS Number
- Main product or service line
- Applicable GSA Schedules
- Main Government and non-Government customers
- Website
- Socioeconomic classifications
- Applicable NAICS Codes and Product/Service Codes
- Government contracting experience
- Capability narrative
- Contact information

Develop a company "resume" of 1-2 pages that covers each of the key elements noted above, and give it prominence as a handout at Government events and forums

Fit as much information as you can on your business card, starting with your company's CAGE Code and socioeconomic classification(s)

Regarding your capability narrative, follow these suggested guidelines:

- Focus on your product or service line and **not** on your internal processes, operations and/or equipment (such as your machine tooling)
- Make clear what sets you apart from your competitors, and what value you'd bring to the Government
- Define your firm's specialty or niche, and mention any notable achievements and successes
- Use plain English at the outset of your narrative to ensure that your core capabilities are understandable to readers who may lack expertise in your field
- Include Government and DoD language and terms in the body of your narrative but only to the extent that you're familiar with them and they effectively convey your message

Roadmap, Cont'd

(5) MAKE THE MOST OF FEDBIZOPPS AND OTHER GOV'T/DEFENSE

WEBSITES FOR INDUSTRY

FedBizOpps (Federal Business Opportunities) - www.fbo.gov

- All Solicitations valued over \$25,000
- Award Notices
- Sources-Sought and Pre-Solicitation Notices
- Special Notices, for instance on Industry Days
- Procurement Forecasts
- Central Events Listing for Small Businesses

Other Websites

• USA Spending - www.usaspending.gov

• Federal Executive Board - www.feb.gov

• Federal Procurement Data System (FPDS) -

<https://www.fpds.gov>

• DoD Budget Materials - comptroller.defense.gov

• DoD Office of Small Business Programs -

www.acq.osd.mil/osbp

• Army Office of Small Business Programs -

www.sellingtoarmy.info

• Senate Small Business Committee - sbc.senate.gov

• House Small Business Committee -

(6) CONSIDER NON-GOVERNMENT ASSISTANCE OPTIONS

Non-Government Organization Websites

- National Defense Industrial Association (NDIA) - www.ndia.org
- Institute for Defense and Government Advancement (IDGA) - www.idga.org
- National Center for Defense Manufacturing and Machining (NCDMM) - www.ncdmm.org
- National Tooling and Machining Association (NTMA) - www.ntma.org
- Association of the US Army (AUSA) - www.ausea.org
- SAE International - www.sae.org

Other Options

- Bid-matching and related paid services
- Government/DoD consultant services for hire
- Web 2.0 collaboration and interaction tools (e.g., Webinars)
- Books and trade publications
- Individualized problem-solving and related services offered by Graduate Schools of Business

Roadmap, Cont'd

(7) MAKE CONNECTIONS

7a. CONNECT WITH SMALL BUSINESS SPECIALISTS

Small Business Specialist Websites

- Federal Small Business Office List - <http://www.osdbu.gov/members.html>
- Army Small Business Specialist Search Tool - <http://sellingtoarmy.com/User/Misc/SearchASBS.aspx>

You can expect a Small Business Specialist at any Government procurement agency to carry out the following functions for you:

- A discussion of your capabilities and the extent that they match the agency's opportunities
- Suggestions of avenues to pursue, tailored to your specific product or service line
- The recording of your business as a prospective contracting source, and potentially the factoring of your firm into acquisition strategy recommendations under new procurement actions
- Availability for follow-up questions

What a Small Business Specialist **cannot** do is act on your direct behalf in the manner of an agent, or answer questions on specific contract actions (they're the responsibility of the agency's buying officials)

Familiarize yourself as much as possible with the contracting agency before contacting and meeting with a Small Business Specialist; the more homework you do and the better prepared you are, the more likely your encounter will be productive

7b. CONNECT BY WAY OF SPECIAL PROGRAMS FOR INDUSTRY

Army Programs for Manufacturers

- Diminishing Manufacturing Sources and Material Shortages (DMSMS) Program - www.dmsms-tardec-army.com
- Manufacturing Technical Assistance Production Program (MTAPP) - <http://armymtapp.us/>
- Public-Private Partnering, e.g. at Anniston Army Depot - <http://www.anad.army.mil/pppANAD.shtml>

Roadmap, Cont'd

(7) MAKE CONNECTIONS, Cont'd

7c. CONNECT THROUGH NOTICES/FORUMS RELATING TO UPCOMING PROCUREMENT ACTIONS

Whenever you learn of a new acquisition of interest, look for or ask for answers to these questions:

- Will the action be set-aside for small businesses? If not, can a portion be set-aside?
- Where and when will a sources-sought notice be posted?
- Will there be an industry day? If so, where and when will it be announced? And will it have a networking segment for small businesses?

Respond to sources-sought notices even if your firm can only execute a portion of a planned contract action, but make that fact clear in your submission

Attend as many Industry Days as you can; they're excellent venues for agency-related networking and learning, and generally free of charge

7d. CONNECT AT CONFERENCES

Follow these suggestions to get the most out of Government contracting forums:

- Choose to attend only those events with a good payback potential; if a conference takes place annually, search out the proceedings from the prior year to gauge whether it's likely to be a good fit
- Always arrive at an event equipped with a short "elevator speech" to express the **specific** ways your firm can benefit the Government in general and the agency (e.g., TACOM LCMC) in particular
- If the event has an exhibit floor give strong consideration to entering a booth, subject to a careful cost-benefit analysis
- Pursue ways to increase your exposure - for instance, volunteer to be on a panel or to deliver a presentation
- When interacting with the agency's senior leaders and managers, don't use the opportunity to voice complaints or to seek direct intercession on your behalf; it's fine to address challenges but always keep the tone and message positive

Roadmap, Cont'd

(8) MARKET TO PRIME CONTRACTORS

Subcontracting Opportunity Websites

- SBA SubNet - www.sba.gov/subnet
- DoD Subcontracting Directory - www.acq.osd.mil/osbp/doing_business/
- DoD Prime Contract Descriptions - www.defense.gov/contracts

The techniques for targeting and connecting with the Government's prime contractors are largely the same as for Government procurement agencies; identify the prime contractors that are likely to offer subcontracts that match your firm's capabilities, and then act on the guidelines and instructions to suppliers that are posted to each targeted prime contractor's website

Supplier Websites of Leading TACOM LCMC Prime Contractors

- Oshkosh - <https://www.oskgpsc.net/diversity/>
- General Dynamics Land Systems - <http://www.gdls.com/index.php/suppliers/suppliers-overview>
- BAE Systems - <http://www.baesystems.com/what-we-do-rzz/suppliers/united-states>
- AM General - <http://www.amgeneral.com/support/supply-chain/>
- Textron Marine and Land Systems -
http://www.textronmarineandland.com/contact/supplier_information.php
- Caterpillar - <http://www.caterpillar.com/company/suppliers>
- Kalmar - <http://www.kalmarrt.com/78/Sourcing.htm>
- Navistar Defense - <http://www.navistardefense.com/NavistarDefense/suppliers>
- ManTech International - <https://supplier.mantech.com/Pages/default.aspx>
- SAIC - <https://www.saic.com/sbp/>
- URS - <https://cvmas19n.cvmsolutions.com/wgint/>

Final Points

Final Advice to Vendors

- Getting established in Federal contracting demands hard work and persistence; expect disappointments along the way but make the most of them as learning opportunities
- Continually adjust and refine all of your marketing efforts
- Never hesitate to ask questions and offer suggestions
- Focus on earning a reputation for integrity and reliability

Acronyms

8(a)	Small Disadvantaged Business Development Program under Section 8(a) of the Small Business Act
ACC	Army Contracting Command
ANAD	Anniston Army Depot
AMC	Army Materiel Command
APBI	Advance Planning Briefing for Industry
ARDEC	Armaments Research, Development & Engineering Center
ASA(ALT)	Assistant Secretary of the Army for Acquisition, Logistics and Technology
ASFI	Army Single Face to Industry
ASV	Armored Security Vehicle
CAGE	Contractor and Government Entity
CE/MHE	Construction Equipment/Material Handling Equipment
CFR	Code of Federal Regulations
CS&CSS	Combat Support & Combat Service Support
DCMA	Defense Contract Management Agency
DoD	Department of Defense
DLA	Defense Logistics Agency
DUNS	Data Universal Numbering System
EMIP	Enterprise Market Investigation Process
GCS	Ground Combat Systems
GCV	Ground Combat Vehicle
HMMWV	High-Mobility Multipurpose Wheeled Vehicle
HUBZone	Historically Underutilized Business Zone
IED	Improvised Explosive Device
ILSC	Integrated Logistics Support Center
IT	Information Technology
IMTC	Joint Manufacturing & Technology Center

JPEO	Joint Program Executive Office
LAV	Light Armored Vehicle
LCMC	Life Cycle Management Command
LHS	Load Handling System
MRAP	Mine Resistant Ambush Protected
NAICS	North American Industry Classification System
NSRDEC	Natick Soldier Research, Development & Engineering Center
PAWS	Petroleum and Water Systems
PEO	Program Executive Office
PM	Program Manager (or Project or Product Manager)
PSC	Product/Service Code
PTAC	Procurement Technical Assistance Center
R&D	Research & Development
RDECOM	Research, Development & Engineering Command
RIA	Rock Island Arsenal
RRAD	Red River Army Depot
SBA	Small Business Administration
SBIR	Small Business Innovation Research
SIAD	Sierra Army Depot
SKOT	Sets, Kits, Outfits and Tools
SoSI	System of Systems Integration
TACOM	<i>Not an acronym; formerly stood for "Tank-Automotive Command" and "Tank-automotive and Armaments Command"</i>
TARDEC	Tank-Automotive Research, Development & Engineering Center
TDP	Technical Data Package
WVA	Watervliet Arsenal